

**SABIT GROUP PROGRAM****RESTAURANT FRANCHISING FOR RUSSIA****MAY 20 – JUNE 17, 2006****DELEGATE BIOGRAPHIES**

**Vagan S. Arakelyan**  
**General Director**  
**Viako, Ltd.**  
**Samara, Russia**

Viako is a group of companies comprised of three restaurant holdings. Their leading brand, Blinka, has 19 outlets. Mr. Arakelyan has been the general director for eight months, and has been with the company for over three years. He is interested in how U.S. companies train personnel.

**Sergey Belokudrenko**  
**Deputy Director and Co-owner**  
**Margarita, Ltd.**  
**Kamensk-Shakhtinskiy, Russia**

The restaurant Margarita employs over 30 people and provides a range of services from regular restaurant activities to catering, banquets, special events, including floor shows, and special programs for children. Mr. Belokudrenko oversees the general operations of the restaurant, the HR department and is involved in long term planning. Mr. Belokudrenko owns several other food service businesses such as a transportation company and a wholesale company. He is interested in learning about computer equipment for restaurants.

**Galina A. Borisova**  
**Director**  
**Cocktail Club**  
**Ivanovo, Russia**

Cocktail Club is a group of companies that includes a wide range of restaurant and entertainment holdings, including a pizza restaurant and billiards club. They own a microbrewery that supplies all of their enterprises with an exclusive beer. Ms. Borisova has been with the company since 1998. She would like to learn more about new technologies used in U.S. franchising operations, and how to improve customer service.

**Igor N. Doroshenko**  
**Owner and General Director**  
**Doroshenko Brewery**  
**Rostov-on-Don, Russia**

Doroshenko Brewery produces six kinds of beer that they supply to their own "Good Ale" restaurants, and distribute to local supermarkets. "Good Ale" restaurants are casual dining restaurants and their long-term goal is to expand their brand into tourism sites. Mr. Doroshenko founded the company in 1997. His primary focus for his visit to the United States is the legal relationships between franchisers and franchisees, trademarks, and other intellectual property protections.

**Roman S. Ivanishchev**  
**Commercial Director**  
**Anons Company**  
**Vladivostok, Russia**

Anons started by distributing Italian coffee equipment, and over the years has become a company that develops restaurants and other food and hospitality enterprises. Mr. Ivanishchev is also president of the Far Eastern Association of Restaurateurs and Hoteliers. He would like to see marketing tools used in the restaurant and hospitality industry.

**Ivan V. Ivanov**  
**Owner and Director**  
**Rodnik**  
**Bryansk, Russia**

Mr. Ivanov founded the company in 1995. The company owns two restaurants and one café, and produces and distributes a range of food products. He is interested in creating a franchise network and learning more about new food preparation technologies.



**Galina M. Kadushkina**  
**Director**  
**Panama City Hotel and Entertainment Group**  
**Chita, Russia**

Panama City Hotel and Restaurant Group includes five restaurants, two hotels and several entertainment enterprises. Ms. Kadushkina oversees three restaurants and a small grill located in a bowling alley. She has more than 25 years of experience in the restaurant business and hopes to learn more about expanding the company's network.

**Olga S. Kazakova**  
**Director, Advertising and Marketing**  
**Malakit, LLC**  
**Yekaterinburg, Russia**

Malakit is considered the leading fast food and entertainment company in the Yekaterinburg region. It has 43 restaurants and cafes in the region. The company is currently considering creating a franchise network and Ms. Kazakova is interested in all aspects of the franchising process.

**Andrey Kholopov**  
**Owner and President**  
**Alex-Rostov**  
**Rostov-on-Don, Russia**

Alex-Rostov began as a wholesaler and added a chain of cafes and coffee shops. Currently there are about 22 in his region. Mr. Kholopov is planning to open full-service restaurants in the near future and is interested in learning about the legal and financial issues surrounding franchising.

**Vyacheslav S. Kopytov**  
**Deputy General Director**  
**Esthetic, Ltd.**  
**Petrozavodsk, Russia**

Esthetic is a private company that operates as a restaurant and café chain, wholesale and catering franchise. Some of the franchises include: Lunch for Busy People, Teddy Beer, Basket, Karelian Pub and Golden Spoon. As deputy general director, Mr. Kopytov is responsible for franchising, contact negotiations, public relations and oversight of 26 employees. Esthetic is planning to expand and to launch 30-40 more locations near the European Union border by 2007.

**Ludmila P. Lapygina**  
**General Director**  
**Zolushka Restaurants and Cafes**  
**Bryansk, Russia**

Zolushka is a wholesale and retail products franchise of baked goods and other food items, founded in 1996. Ms. Lapygina is general director of Zolushka and oversees the daily activities of the restaurant, cafes and a confectionary shop. Ms. Lapygina has been in the food industry for over ten years. She wants to learn about different types of franchising business and other sales methods.

**Ludmila D. Lumbunova**  
**Director General**  
**Dial-C Holding Company**  
**Ulan-Ude, Russia**

Dial-C holding company owns a restaurant, the biggest nightclub in the region, several bars, and a regional branch of Europe Plus radio station. Ms. Lumbunova's responsibilities include management of all aspects related to catering and food safety of the holding's restaurants and supervision of 195 employees. The company is planning to expand and open new family-oriented restaurants. She would like to see some examples of such restaurants in the United States.

**Maria M. Shardina**  
**Manager**  
**Traveler's Coffee**  
**Novosibirsk, Russia**

Traveler's Coffee is a private company, which owns a network of coffee houses under the general brand "Traveler's Coffee". Currently the company has six coffee houses and its own roasting facility for their coffee. Traveler's Coffee sells specialized coffee equipment and utensils and provides educational opportunities for those who want to learn about coffee. Ms. Shardina is a manager at one of the coffee houses and is also involved in the company's development planning, franchise sales and opening of new locations.

**Oleg A. Tolstov**  
**General Director**  
**FOSTAR**  
**Voronezh, Russia**

FOSTAR is a multi-brand chain of casual dining facilities, which includes a restaurant and two cafés. It was founded in 1993 and currently employs 103 people. Mr. Tolstov is the owner and general director of FOSTAR. He is working on developing a new restaurant. He is interested in learning about food courts, business licensing, quality control, customer service, lobbying and brand development. Mr. Tolstov sees himself is a potential promoter of American-style casual dining in Voronezh.

**Andrey V. Vladykin**  
**Deputy Director**  
**Margus, Ltd.**  
**Yekaterinburg, Russia**

Margus, Ltd. is the official agent of Broaster Company in Yekaterinburg. They supply fast food enterprises with specialized equipment and ready-to-cook products, assemble and set up delivered equipment, help clients with menu development, provide personnel training and consulting, with after-sales service and maintenance. They produce unique portion-packed sauces and seasoning mixes, marinades and soup mixes. Mr. Vladykin is the "Broaster in Russia" Department Manager and his responsibilities are strategic and business planning, project management, advertising and public relations.

**Inga E. Yaroslavskaya**  
**Director, Regional Development and Franchising**  
**Grill Master, Ltd.**  
**Zelenograd, Russia**

Grill Master, Ltd. is the Master Franchiser of "Grillmaster Systems" for Russia and other Eurasian countries. Ms. Yaroslavskaya is the regional development and franchising director. Her duties include identifying potential outlets and providing education to potential franchisees, as well as supporting and providing assistance to the current ones.

**Yulia V. Zhelezhyak**  
**Director, MacPeak Network**  
**Malakit, Ltd.**  
**Yekaterinburg, Russia**

Malakit is considered the leading fast food and entertainment company in the Yekaterinburg region. It was formed in 1995 and now has 43 restaurants and cafes in the region. Ms. Zheleznyak is the network Director for two main chains: MacPeak and Doner Kebab. She is responsible for business planning, pricing policies, marketing, safety and staff training. She wants to learn about the concepts of multi-brand franchising.

**Aleksey N. Zlatovskiy**  
**Executive Manager, Co-Founder**  
**Coffee Base**  
**Omsk, Russia**

Coffee Base owns a coffee house and restaurants under one general brand—Coffee Base. Mr. Zlatovskiy, who is co-founder and executive manager, oversees the daily operations, including strategic development, fiscal and human resource policies to advertising, purchasing and customer feedback reviews. He supervises 40 employees. The company is currently considering creating a franchise network. Mr. Zlatovskiy is interested in seeing the different types of franchising.